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INDUSTRIAL SECTION

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BIG FORTUNES IN THE SOUTHWEST

Stories of Money Made in Coal and Timber Lands Like Dreams.

RAILROADS BUILDING IN FIELDS OF WEALTH

Number of Short Lines Which Open the Way to Splendid Forests and Rich Beds of Ore—Outlook for This Section Growing Better.

By WALTER EDWARD HARRIS, Staff Correspondent of The Times-Dispatch.

ABINGDON, WASHINGTON CO., VA. In a letter from Abingdon in last Sunday's Times-Dispatch, I expressed regret that Richmond wholesale houses did not try to take their share of the trade in the Southwest. When I see the development in progress on every hand in this wonderful section of Virginia, I am conscious of a feeling of even deeper regret that the people of Richmond, one of the wealthiest cities in the Union, per capita, are making no part of the money that is being taken from the forests and mines of this Southwest country.

Repeated efforts to induce Richmond capitalists to come to Southwest Virginia have failed. Years ago, just about the time the Norfolk and Western was about to build its line into the Potomac coal fields, prolonged efforts were made to induce Richmond capitalists to invest in coal lands in the Potomac territory. The efforts failed; Northern capital took the money and a mine, and they are today worth several hundred times what was paid for them when Richmond people refused to buy.

One of the best known public men in the country, and a man of affairs, told me sitting in his room in the Waldorf in New York recently that fourteen years ago he had been approached by a man who offered him a piece of land in Southwest Virginia. These gentlemen considered the proposition for a day or so, and then declined to take advantage of the opportunity. The man who had extended them the opportunity to acquire the property bought it himself, and a few years ago sold it at an advance of several hundred per cent.

Sound Like Dreams.

Some of the stories of money made in Southwest Virginia sound like gold stories in California, or the Klondike. For instance, a few years ago a tract of timber land, known as the Hopewell estate, lying just from Abingdon, was estimated to be 200 acres. Thirteen months later it sold for \$20 per acre, and the purchaser got a bargain.

In 1901 the Douglas Land Company, which owned a tract of 200 acres, offered the timber tract for \$200,000, this for the few acres. The company then sold the timber tract to 2000 acres not long ago for \$200,000, and the rest of the tract—2000 acres—considered worth more than \$200,000.

Reported efforts have been made to induce Richmond capital to come into this timber country to the south of Abingdon, but without success. Opportunities in Southwest Virginia are still plentiful, and a magnificent timber tract, through which a railroad is about to be built, the construction work being under way, that can be bought for \$250,000, and a large tract of land, which is being sold for \$200,000, are several years of work. The timber may be worth for \$20 an acre. And this is good. Everywhere out here there are opportunities to buy and sell timber and land.

Road to Damascus.

Away back in the boom days, when large things were dreamed and attempted in Virginia, the richness of the country "fronted about Damascus," which, by the way, was founded by the celebrated Confederate general, John D. Imboden, attracted the attention of business men, and a road came near to being built into that section at that time. Connelly P. Tice, of Abingdon, and another man, the celebrated General's son, owned considerable land here. They also owned considerable land in the Potomac territory. They succeeded in building a railroad from the coal mines in Wise through Mountain Gap in Clinch Mountain to Abingdon and on to Damascus, and finally down into Ashe county, N. C., to Wileysville. They formed the Abingdon Coal and Iron Railroad Company, and had done considerable work on the projected road, when the boom collapsed, times got hard, and the project to work to earn a living instead of trying to make a fortune.

Less than ten years ago Mr. W. E. Mearns, for years with the Norfolk and Western, got interested in building the road down into the Potomac country. He looked into the scheme for a road from the Potomac to the Potomac, but that proposition was rather larger than he cared to take. So he abandoned the idea of building the road from Abingdon to Damascus. He got to the town with it in 1901, and extensions since that time indicate the rapidly with which the country is developing.

The road has been extended on south from Damascus, along White Top Creek for a distance of seven miles.

Running out from Damascus to Shady Valley, Tenn., is a road sixteen miles in length.

From Laurelville, two miles south of Damascus, a narrow gauge road twelve miles long, has been built to Mountain City, Tenn.

The Douglas Lumber Company has built a narrow gauge road twelve miles

RICHMOND'S BIG JOBBING TRADE

Fall Operations Have Been a Gratifying Record Breaker.

BUSINESS FROM NEW TERRITORY

Retailers Who Never Patronized Richmond Before Have Become Extensive Buyers, Having Learned of Richmond's Greatness as a Distributing Point.

"I speak not only for my own line, but for all lines of goods and all classes of jobbers, when I say that the wholesale merchants of Richmond have had, and are still having the largest fall trade in the history of the city."

Thus spoke a leading wholesale dry goods merchant to a Times-Dispatch man yesterday. He went on to say that a larger number of retail merchants from Virginia towns, from North Carolina, South Carolina, Georgia, Florida and Tennessee have come to Richmond this fall to personally inspect the market and to lay in large stocks to supply their fall and winter trade than ever before since this city has been a wholesaling center.

The army of druggists now out on the road are sending in more and larger orders for goods than they ever have before at the same season. They are selling goods in towns and to merchants that heretofore have traded exclusively with jobbing cities to the north of Virginia, and a most gratifying feature of this new trade is that much of it is coming from Virginia towns that have never before patronized the jobbers of the capital city. Merchants from the valley who have heretofore bought in Baltimore, Philadelphia and New York, and from Southwest Virginia, who have in times past bought their goods in the markets above named and in Knoxville and Chattanooga, Tenn., have found their way to Richmond, and they have proven to be very liberal buyers. There have been merchants here the past week who bought largely of dry goods, groceries, shoes, hats, hardware, harness and saddlery, etc., who never before visited Richmond. Names and figures could be given if it were wise to do so.

The Reason Why.

The dry goods man above referred to attributes this condition of affairs to a variety of causes. He modestly mentioned the up-to-date efforts of the jobbers themselves, the large and attractive stocks they carry, and the harmonious way they are working together to let the outside world know what a big place Richmond is, and what splendid advantages it enjoys in the matter of railway and freight facilities. He spoke, too, of the good work of the chamber of commerce, in helping along this kind of effort, and he kindly referred to the broad publicity given to Richmond, its jobbing business and its superb facilities by The Times-Dispatch.

The statements of this gentleman were confirmed by jobbers in every line, who were talked with yesterday. Secretary Lusk, of the Chamber of Commerce, who has charge of the fund for the payment of expenses of merchants coming on to buy goods, expressed his delight as well as some surprise at the large number of buyers who have been raised on the books of the chamber and the very great number of Southern merchants and Valley and Southwest Virginia retailers, who have this year come to Richmond for the first time to buy goods.

The secretary said: "The reputation of the wholesale merchants of this city for promptness, fair dealing, quick shipments, quality of goods, and the fact that freight rates on all classes of goods are lower from Richmond to all Southern and Southwest Virginia points than from any other point to the north of the Potomac, all serve to attract the merchants all over the South are beginning to find out all about it."

This Fall a Record-Breaker.

Continuing, the secretary said: "This city will break all records for volume of business this year, and more merchants will have bought here this year for the first time than at any other time since the Chamber of Commerce has been in existence."

Sum the whole matter up, as The Times-Dispatch man was enabled to get a peep at the situation, Richmond is doing the largest jobbing business this fall it has ever done in any previous fall, and the good work is not over by a great deal. It is still going on. That the city has been visited for the first time by scores of retail merchants from six or more States, who have never before bought here, is a fact that can be seen in the books. It is also a gratifying fact that can be seen in the books, that every one of the new buyers bought goods, some of them very largely. These new buyers are not coming to Richmond just to see the historic city or to have a good time, but they are coming to buy goods, and they have commenced to lay in their stocks here for the simple reason that they have found out that they can do better here than in the other markets in which they have heretofore been trading. So far as can be ascertained, none of the Richmond druggists and none of the Richmond houses have lost any of their old customers, and so they put down all the new business as a net gain in trade, and a tremendous gain it is.

Patents to Virginians.

[Special to The Times-Dispatch.] WASHINGTON, D. C., September 15.—Messrs. Davis & Davis, Washington patent attorneys, report the grant this week, to citizens of this State of the following patents:

Joseph S. Galecki, Richmond, eye-glass apron.

George L. Rosenberger, Manassas, attachment for telephone test sets.

John J. Westbrook, Danville, black-cable stop for elevators.

VIEWS OF CHATHAM AND PITTSYLVANIA COUNTY.

Chatham Savings Bank.

Residence of Colonel E. S. Reid, Chatham, Va.



A TWENTY-ACRE TOBACCO FIELD IN PITTSYLVANIA COUNTY.

REAL ESTATE AND BUILDING NEWS

Autumn Trade Not Opened Up Yet, But There is Business Doing.

THIS IS SEED-SOWING TIME

Considerable Activity in the Suburbs, and Higher Prices Are Looked For.

In the real estate market during the past week there has been nothing startling or out of the ordinary run, but there has been something doing, and some very good sales have been made, nearly all of the agencies reporting improved business, but so far no large transactions of special interest to the public outside of the circles in which the transactions occurred. All the agencies report many inquiries for well-located property in all sections of the city. This inquiry is from prospective buyers and from renters, especially the latter.

The past week may be said to have been noted as a time of showing property in all sections of the city, with the bulk of the agents expressed in "sowing the seed," the harvest which is expected in the early fall, when all the good folks now away come home and get well-settled in winter quarters, with their real estate laid in. Then we will be ready for sure enough action. We are only skimming now.

Business That Was Done.

This is all true, and while sales have been a little slow, a number of deals have been made, more than the agents care to make public just now. N. W. Howe & Son report several transactions that foot up a good snug amount in dollars and cents, but for reasons that are apparent they do not now wish to be noted as a time of showing property, with their real estate laid in. Then we will be ready for sure enough action. We are only skimming now.

Changed Business Locations.

Business men desiring to locate in Richmond are looking for suitable quarters in which to do various kinds of

BELLEVUE PARK THE NEW SUBURB

Beautiful Walks, Shade Trees Galore, Hedges in Abundance, Pure Water.

CITY HOMES IN THE COUNTRY

Rapid Transit to and From Beautiful Bellevue Is an Assured Fact.

Richmond is to be congratulated on the opening of Bellevue Park, which will provide one of the finest sites for suburban homes of the first-class that can be found in any city in the country. Bellevue Park lies in the northwest section of the city, directly adjoining "Westbrook," the home of the late Major Lewis Roper, being in fact one of the most beautiful parts of his magnificent estate. Major Roper is said to have expended at least \$300,000 in improving his vast estate, and Bellevue came in for a liberal share of these improvements.

The natural lay of the land is unequalled. A gentle rolling country, through which runs a clear sparkling stream, provides a natural drainage and lends itself to attractive sites for home-building.

Large, Roomy Lots.

The lots are extra large, and new avenues have been scientifically and artistically arranged, thus securing permanent utility and the beauty of the whole park. A splendid private park has been provided for the exclusive use of the residents of Bellevue. This feature is unique with Bellevue Park. The beautiful valley through which runs the stream lends itself naturally to this feature of Bellevue, and the company has designed beautiful grass plots, flower-beds, fountains, rustic bowers, and bridges, which further ornament and beautify the private park.

A modern system of sewerage is being installed according to the most scientific plans. A water system will give an ample supply of pure, clear drinking water, and every convenience and appliance necessary to an up-to-date suburban property may be found at Bellevue Park.

Rapid Transit.

The transportation facilities at Bellevue Park are unequalled. The Lakeside electric line passes on the west side of Bellevue, connecting with the city lines at First and Broad Streets, and the new Ashland electric line passes the park on the east side, with its terminus at Laurel and Broad Streets. The new line will

SOUTH IS PULSING A VIGOROUS LIFE

All of Her Varied Resources Show Marvelous Development in Recent Years.

THIS BUT THE BEGINNING

Vast Acreage Capable of Doubling Her Farm Output.

BALTIMORE, September 15.—The Manufacturers' Record in this week's issue says: "Increasing its manufacturing capital in two years from \$50,000,000 to \$100,000,000, or by \$50,000,000, a rate of increase of 100 per cent, and the value of its factory products from \$1,200,000,000 to \$2,400,000,000, a rate of increase of 100 per cent, in the last five years, is a record of growth in the world, producing petroleum at the rate of 100,000 barrels a month; mining bituminous coal at the rate of 100,000 tons a month; making about 200,000 tons of pig-iron a month; adding annually 250 miles to the railroad mileage of the country; contributing \$50,000,000 worth, or about 40 per cent, of the \$120,000,000 total export trade of the country, and sending \$50,000,000 of that trade through its own ports, increasing the capital of its financial institutions at the rate of \$50,000,000 a year, and the amount of its deposits in national, State, savings and private banks, and trust and insurance companies at the rate of many millions a year; adding \$100,000 a day to its aggregate wealth; these are a few of the most significant facts of the material progress now under way in the South.

But the Beginning.

"But it is really only a beginning. There is an acreage in the South that is being brought under the plow capable of doubling that section's agricultural output, even with existing farming methods, while almost boundless in the Mississippi Valley, still to be reclaimed and aggregating about 30,000 square miles, will alone be able to bear without an ounce of fertilizer, a cotton crop equal to that now produced by the whole. At least half of the merchantable timber of the country is in the South, and our manufacturers practically all the raw material used here or shipped abroad. It is producing more than 2,000,000 tons of phosphate rock, with the exception of a few hundred tons, the whole output of the country, and great stretches of the mineral are yet to be uncovered. In West Virginia, Tennessee, Kentucky, Arkansas, Louisiana, Texas and perhaps

LACK OF HOUSES IN LYNCHBURG

The Increase in Industries Outgrows the Building of Dwellings.

SHOE FACTORIES GOING UP

The Proposed Bridge and Structural Iron Plant Will Further Increase Demand.

[Special to The Times-Dispatch.] LYNCHBURG, VA., September 15.—The promoters of the companies which are erecting three new shoe factories in Lynchburg are not a little disturbed on account of the labor question. Not only is there a scarcity of labor but there are no houses in the city for persons who are being attracted here by opportunities for work. The dearth of houses for rent in the city is almost a complete one, and where upwards of a thousand factory hands will find homes is a question that has yet to be solved. The shoe men, however, are not stopping the equipping of their plants, as they say something can be done to relieve the situation, though it is hardly probable that all of the new factories can be in full operation until after the first of the year on account of this condition.

Another condition that may create a heavier demand for houses here in the spring is the expected establishment of a bridge and structural iron plant by local capitalists. The work of placing the steel in the proposed trestle is going on already and it is believed that the plant will be secured. It is designed to have a minimum capitalization of \$500,000 and to employ 200 persons.

Imports of Dry Goods.

NEW YORK, September 15.—Imports of dry goods at the port of New York for the week were valued at \$1,162,553, as against \$1,240,360 for the previous week and \$2,751,255 for the corresponding week last year. Amount marketed was valued at \$3,272,052, as against \$2,754,944 for the previous week, and \$7,710,829 for the corresponding week last year.

GREAT COUNTY OF PITTSYLVANIA

Wonderful Progress Was Made in the Past Few Years.

REVOLUTION IN WAY OF FARMING

Increased Tax Values Over a Million Dollars—Prosperous Condition of Farmers—Tobacco County Becoming Grain Producer.

CHATHAM, PITTSYLVANIA CO., VA., September 15.—Pittsylvania county, named in honor of the Honorable William Pitt, Earl of Chatham, is the second largest county in the Commonwealth of Virginia, second in territory and second in population. It contains 888 square miles and in this respect is exceeded only by Augusta county, which is twenty-six square miles larger. It contains, according to the census of 1900, a population of 8884, which does not include the population of Danville, and in this respect is second only to Norfolk county, which has nearly four thousand more people. It is a long county, extending from the North Carolina line northward a distance of forty-four miles to Campbell and Bedford counties, and from Halifax, on the eastern side, a distance of sixteen miles at the widest part, to Henry and Franklin counties on the west.

Pittsylvania county has in time furnished the Commonwealth with some of its great men, and today enjoys the distinction of being the only county in the State to furnish two governors in succession—Governors Montague and Swanson. But this is not to be a political story, but a tale of the true value of a solid section of the old Commonwealth.

This county has probably partaken more largely of the benefits of the present era of national prosperity than any county in the State of Virginia. In fact, during the past few years the industrial conditions of the county, including farming, have undergone a mild revolution that has proven for the county a good thing. The establishment of many flourishing mills in different parts of the county, and the improvement and rebuilding of many old ones, have had a tendency to make the whole agricultural part of the county less dependent on the outside world for a grain producer. It is now the boast of many Pittsylvanians that they are "hog and hominy" folks now, and not so much of "tobacco" as they were used to be.

Chatham, the county seat, which also takes its name from the popular English scholar and statesman for whom the county was named, has also gotten a move on foot, and is now one of the best and most prosperous inland county seats in the State.

Figures That Talk.

A few comparative figures, taken from the books of the County Clerk, the commissioners of the revenue and the county treasurer, will speak loudly and tell the story of the progress of the county. The Times-Dispatch man has taken the trouble, before giving these instructive figures an explanatory note is necessary. The lands of Pittsylvania county, like those of every other county in the State, are not assessed according to their true value. For some reason, political or otherwise, the assessors have outrageously undervalued lands when they came to fix their tax valuation. For instance, the writer knows personally of cases of land which has changed hands several times within the past two decades. It has been assessed for the past twenty years at \$8 per acre. Twenty years ago it sold at \$10 per acre. In 1906 real estate valuation was \$1,115,000, an increase of \$1,028,500; personal property, \$1,250,815, an increase of \$108,565. The total is \$2,365,815, making a grand total increase of \$1,028,565 over the figures made five years before. It is worthy of remark that the bulk of this increase has come in sight within the last three years.

Decrease Worthy of Note.

Here are some other figures, taken from the treasurer's records, that speak loudly of the county's prosperity. When Treasurer Duncan went to Richmond to settle with the Public Auditor on the 1905 ledger, the figures showed that the Auditor was in debt to the treasurer in the sum of \$10, that is to say the treasurer had paid out for county expenses, etc., that amount in excess of the State taxes that had been collected by him. When he went to Richmond to make a settlement on the 1904 ledger he had to pay the Auditor a fraction over \$250. When he went down in July last to settle up on the 1906 ledger he paid the Auditor the sum of \$5,000. This difference of \$4,750 shows that the county has prospered since the last year. Some after the Civil War the county commenced to issue bonds for various improvements. It voted \$100,000 for the building of the Virginia Midland Railway, now the main Washington line of the Southern Railway, a large sum for the time. The Franklin Railway, now also a part of the Southern, a considerable sum for various public improvements, among them public schools, still in 1901 the county had a bonded indebtedness of \$200,000.

On the greater part of these bonds a heavy interest rate was paid, mostly 8